

# WESTINGHOUSE ELECTRIC CORPORATION



*Basis for  
definitive contract*

FRIENDSHIP  
INTERNATIONAL AIRPORT  
BALTIMORE 27, MD.

3 February 1956

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STAT



Subject: Proposal AAN-40037-C Revision 1 Dated 21 December 1955;  
Letter Contract FL-3011

Dear George:

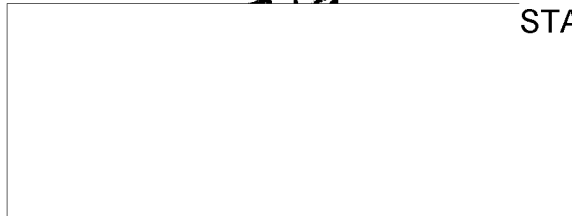
Since the submission of contractor's quotation for the subject program, dated 22 December 1955, the scope of work has changed. This letter therefore supersedes contractor's letter of 22 December 1955, this subject, and modifies contractor's proposal AAN-40037-C Revision 1, dated 21 December 1955 as follows:

## Items of Work

- Item 1 - Three (3) Single Channel Radar Mapping Systems in accordance with Appendix "A" of Proposal AAN-40037-C Revision 1 dated 21 December 1955.
- Item 2 - One (1) Single Channel Radar Mapping System Less Antennas similar to Item 1 except design modified to provide low altitude operation.
- Item 3 - One (1) Radar Mapping System Bench TestSet for Item 1 above.
- Item 4 - One (1) Radar Mapping System Bench Test Set for Item 2 above.
- Item 5 - One (1) Set Maintenance Tools and Test Equipment per Appendix "B" of Proposal AAN-40037-C Revision 1 dated December 21, 1955.
- Item 6 - One (1) Set Spare Parts per Appendix "C" of Proposal AAN-40037-C Revision 1, dated December 21, 1955.

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CONTAINS SENSITIVE  
COMPARTMENTED INFORMATION



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- 2 -

The suggested contract schedule and general provisions previously submitted are still applicable.

For the program proposed, Westinghouse submitted a fixed price quotation subject to redetermination as set forth in the proposed contract clauses of \$1,080,455 which includes \$69,604 profit based on 7% of estimated cost. By item, this quotation is comprised as follows:

<u>ITEM</u>	<u>PROFIT</u>	<u>PRICE INCLUDING PROFIT</u>
1	\$38,545	<sup>331 42</sup> \$589,187 ✓
2	5,244	80,163 ✓
3	4,977	76,080 ✓
4	4,976	76,068 ✓
5	3,571	54,583
6	12,291	204,374 ✓

Three (3) copies of cost analysis sheets supporting this quotation are attached. <sup>1,090,455</sup>

#### DELIVERY

<u>ITEM</u>	<u>SCHEDULE</u>
1	1 in May 1956 1 in June 1956 1 in July 1956 ✓
2	November 1956
3	August 1956
4	November 1956
5	May 1956
6	May 1956

Quotation and delivery of the antenna for the system to be delivered under Item 2 will be submitted later when the design parameters are more firmly established.

- 3 -

The Spare Parts List, Appendix "C" to the technical proposal is a partial list of the items required for support of the equipment. As the design progresses, this list will be supplemented to include the remaining items and also spare parts items required for the test equipment. Upon submission of the supplemental list, a separate quotation of price and delivery for the additional spare parts will be submitted.

It is understood that additional engineering, liaison and maintenance services will be required after equipment delivery and will be negotiated later.

Very truly yours,

A rectangular box with a thin black border, used to redact a signature. It is positioned below the closing "Very truly yours," and above the typed name "Sales Engineering Air Arm Division".

Sales Engineering  
Air Arm Division

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COST ANALYSIS~~FOR~~~~CONFIDENTIAL - SECURITY INFORMATION~~

GENERAL - This analysis includes:

Description Three(3) Radar Mapping  
Sets Per Appendix A of Proposal  
AAN-40037-C Rev. 1

1. ☒ Estimated cost for bid
2. ☐ Entire Contract \_\_\_\_\_ Item No. 1
3. ☒ G.O. or Neg. No. \_\_\_\_\_ Contract No. FL-3011 Bid Date 2/6/56  
Supersedes Dec. 21, 1956 Quote.

COST ANALYSIS

## A Direct Cost

- Engineering Material
- (1) Direct Material (Factory)
- (2) ~~Factory~~ Shop Labor 10,322 Hrs. @ 2.17
- (3) ~~Factory~~ Shop Overhead (168.3% of Item 2)
- (4) Engineering Labor 28,670 @ 3.10
- (5) Engineering Overhead (75.7 % of Item 4)
- (6) Drafting Labor 9370 @ 2.35
- (7) Drafting Overhead (75.7 % of Item 6)
- (8) Other Items of Direct Cost (Specify)
- (9) Subtotal - Items of Direct Cost

6453  
Dollar Amount\$ 17,800 ✓  
228,296 ✓

22,399 ✓

37,698 ✓

88,877 ✓

67,280 ✓

22,020 ✓

16,669

\$ 501,039 ✓

## B. General and Administrative Expense

( 9.9 % of Item A (9)

49,603

## C. Estimated Cost

550,642

D. ~~XXXXXXXXXXXXXXXXXXXXXXXXXXXX~~ Profit

38,545

## E. Other Contract Performance Cost

Profit 7

Total Estimated Cost, including ~~Profit~~

589,187 ✓

This is to certify that the information contained in this report has been compiled from the records and books of this Company (or if covering a bid estimate, is based on such books and records), and to the best of our knowledge and belief, the costs and expenses shown hereon are correctly stated.

WESTINGHOUSE ELECTRIC CORPORATION

Date February 7, 1956

By

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Les Dept.

COST ANALYSIS~~Box~~~~XXXXXXXXXXXXXXXXXXXXXXXXXXXX~~

GENERAL - This analysis includes:

Description One (1) Single Channel  
~~Radar Mapping Set less Antenna for~~  
Low Altitude Operation1. ☒ Estimated cost for bid2. ☐ Entire Contract \_\_\_\_\_ Item No. 23. ☒ G.O. or Neg. No. \_\_\_\_\_ Contract No. FL-3011 Bid Date 2/6/56

Supersedes Dec. 21, 1955 Quotation

COST ANALYSIS

## A Direct Cost

Engineering Material

Dollar Amount

(1) Direct Material (Factory)

\$ 51,296 ✓

Factory

(2) ~~Material~~ Shop Labor 1551 Hrs. @ 2.163,350 ✓

Factory

(3) ~~Material~~ Shop Overhead (168.3% of Item 2)5,638

(4) Engineering Labor 1000 Hrs. @ 3.35

3,350 ✓(5) Engineering Overhead ( 75.7% of Item 4)2,536 ✓

(6) Drafting Labor

(7) Drafting Overhead ( \_\_\_\_\_ % of Item 6)

(8) Other Items of Direct Cost (Specify)

(9) Subtotal - Items of Direct Cost

\$ 68,170 ✓

## B. General and Administrative Expense

( 9.9 % of Item A (9)6,749 ✓

## C. Estimated Cost

74,919 ✓D. ~~XXXXXXXXXXXXXXXXXXXXXXXXXXXX~~ Profit5,244 ✓

## E. Other Contract Performance Cost

Total Estimated Cost, including <sup>profit</sup> ~~XXXXXXXXXX~~80,163 ✓

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WESTINGHOUSE ELECTRIC CORPORATION

Date February 7, 1956

By \_\_\_\_\_

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E

\_\_\_\_\_  
er, Sales Dept.

COST ANALYSISPrice~~CONFIDENTIAL - SECURITY INFORMATION~~

GENERAL - This analysis includes:

Description Bench Test Set For Item 1

1. ☒ Estimated cost for bid \_\_\_\_\_
2. ☐ Entire Contract \_\_\_\_\_ Item No. 3
3. ☒ G.O. or Neg. No. \_\_\_\_\_ Contract No. FL-3011 Bid Date 2/6/56
- Supersedes Dec. 21, 1955 Quote

COST ANALYSIS

## A Direct Cost

Dollar Amount

(1) Direct Material Factory	\$ 52,238 ✓
(2) <del>Model</del> Shop Labor 1861 Hrs. @ 2.30 Factory	4,280 ✓
(3) <del>Model</del> Shop Overhead (168.3% of Item 2)	7,203 ✓
(4) Engineering Labor 200 Hrs. @ 3.35	670 ✓
(5) Engineering Overhead (75.7% of Item 4)	507
(6) Drafting Labor	
(7) Drafting Overhead (_____% of Item 6)	
(8) Other Items of Direct Cost (Specify)	
(9) Subtotal - Items of Direct Cost	\$ 64,698
B. General and Administrative Expense (9.9 % of Item A (9))	6,405
C. Estimated Cost	71,103
D. <del>Fixed Fee</del> Profit	4,977 ✓
E. Other Contract Performance Cost	
Profit	
Total Estimated Cost, including <del>Fixed Fee</del>	\$ 76,080 ✓

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WESTINGHOUSE ELECTRIC CORPORATION

Date February 7, 1956

By \_\_\_\_\_

STAT

Sr. Sales Dept.

COST ANALYSIS~~XXXX~~~~XXXXXXXXXXXXXXXXXXXXXXXXXXXX~~

GENERAL - This analysis includes:

Description Bench Test Set for

1. ☒ Estimated cost for bid

Item 2.

2. ☐ Entire Contract \_\_\_\_\_ Item No. 43. ☒ G.O. or Neg. No. \_\_\_\_\_ Contract No. FL-3011 Bid Date Feb. 6, 1956Supersedes Dec. 21, 1955 QuotationCOST ANALYSIS

## A Direct Cost

Dollar Amount

(1) Direct Material

\$ 52,038 ✓

Factory

(2) ~~Model~~ Shop Labor 1859 Hrs. @ 2.304,276

Factory

(3) ~~Model~~ Shop Overhead (168.3% of Item 2)7,197

(4) Engineering Labor 200 Hrs. @ 3.35

670(5) Engineering Overhead (75.7% of Item 4)507

(6) Drafting Labor

(7) Drafting Overhead (\_\_\_\_\_% of Item 6)

(8) Other Items of Direct Cost (Specify)

(9) Subtotal - Items of Direct Cost

\$ 64,688 ✓

## B. General and Administrative Expense

(9.9 % of Item A (9))6,404

## C. Estimated Cost

71,092 ✓D. ~~XXXXXXXXXXXXXXXXXXXXXXXXXXXX~~ Profit4,976 ✓

## E. Other Contract Performance Cost

Total Estimated Cost, including Profit

\$ 76,068 ✓

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WESTINGHOUSE ELECTRIC CORPORATION

Date February 7, 1956

By

STAT

, Sales Dept.

COST ANALYSIS~~XXXXXXXXXXXXXXXXXXXX~~

GENERAL - This analysis includes:

Description One Set of Maintenance Tools and Test Equipment per Appendix B of Proposal AAN-40037-C Rev. 1

1. ☒ Estimated cost for bid
2. ☐ Entire Contract \_\_\_\_\_ Item No. 5
3. ☒ G.O. or Neg. No. \_\_\_\_\_ Contract No. FL-3011 Bid Date 2/6/56
- Supersedes Dec. 21, 1955 quotation

COST ANALYSIS

A Direct Cost	Dollar Amount
(1) Direct Material	\$ 27,097
(2) Model Shop Labor 625 @ 2.28	1,425
(3) Model Shop Overhead (75.7% of Item 2)	1,079
(4) Engineering Labor 2900 @ 2.81	8,149
(5) Engineering Overhead (75.7% of Item 4)	6,169
(6) Drafting Labor 600 @ 2.37	1,422
(7) Drafting Overhead (75.7% of Item 6)	1,076
(8) Other Items of Direct Cost (Specify)	
(9) Subtotal - Items of Direct Cost	\$ 46,417 ✓
B. General and Administrative Expense	
(9.9% of Item A (9))	4,595
C. Estimated Cost	51,012 ✓
D. <del>XXXXXXXXXXXXXXXXXXXX</del> Profit	3,571 ✓
E. Other Contract Performance Cost	
Total Estimated Cost, including Profit	\$ 54,583 ✓

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WESTINGHOUSE ELECTRIC CORPORATION

STAT

Date February 7, 1956

By \_\_\_\_\_

Sales Dept.



COST ANALYSISNEW~~CONFIDENTIAL - SECURITY INFORMATION~~

GENERAL - This analysis includes:

Description One Set of Spare Parts Per

Appendix C of Proposal AAN-40037-C

Rev. 1

1. ☒ Estimated cost for bid2. ☐ Entire Contract \_\_\_\_\_ Item No. 63. ☒ G.O. or Neg. No. \_\_\_\_\_ Contract No. FL-3011 Bid Date 2/6/56

Supersedes Dec. 21, 1955 Quotation

COST ANALYSIS

## A Direct Cost

Dollar Amount

(1) Direct Material

\$ 126,900

Factory

(2) Model Shop Labor 5914 @ 1.87

11,059

(3) Model Shop Overhead (168.3% of Item 2)

18,612

(4) Engineering Labor 575 @ 3.16

1,817

(5) Engineering Overhead (75.7% of Item 4)

1,375

(6) Drafting Labor

(7) Drafting Overhead (\_\_\_\_% of Item 6)

(8) Other Items of Direct Cost (Specify)

(9) Subtotal - Items of Direct Cost

\$ 159,763

## B. General and Administrative Expense

(9.9% of Item A (9))

15,816

## C. Estimated Cost

175,579

D. ~~Estimated Profit~~ Profit

12,291

E. Other Contract Performance Cost | Packing & Packaging  
(9.4% of estimated Cost.

16,504

Total Estimated Cost, including ~~Profit~~ Profit

\$ 204,374

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Date February 7, 1956

By

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Sales Department